

Message Text

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PAGE 01 MOSCOW 00793 172233Z
ACTION EUR-12

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LIMITED OFFICIAL USE MOSCOW 0793

USDOC FOR BEWT/TDAD (STECHSCHULTE) AND BEWT/USSR (HEISS)

E. O. 11652: N/A
TAGS: BEXP, EALR, UR
SUBJECT: I-H SALES TO USSR OF SPARE PARTS FOR OFF-ROAD VEHICLES

REF: 77 MOSCOW 12106

1. LOCAL INTERNATIONAL HARVESTER REPRESENTATIVE
(JENTZ) ADVISED COMATT JANUARY 13 THAT SOVIETS HAVE JUST SIGNED
CONTRACT FOR \$5.5 MILLION IN SPARE PARTS FOR
I-H VEHICLES OPERATING IN USSR. LAST YEAR (1977) I-H
SPARE PARTS SALES TO USSR WERE OVER \$20 MILLION.

2.COMMENT: GIVEN NATURE OF WORK FOR WHICH THEY
WERE INTENDED, HEAVY WEAR AND TEAR ON THESE OFF-
ROAD VEHICLES IS NORMAL. NEVERTHELESS, SPARE PARTS ORIGINAL
EQUIPMENT RATION IN USSR IS VERY HIGH. SUCH LARGE PURCHASES OF
SPARES ARE PROBABLY ALSO MOTIVATED
BY SOVIETS' DESIRE TO MAINTAIN SPARES STOCKPILE AND
BECAUSE, UNLIKE IN WEST, SOVIETS DO NOT RPT NOT
MAINTAIN WIDESPREAD VEHICLE REBUILDING AND RE-
CONDITIONING OPERATIONS ON-SITE. END COMMENT.

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PAGE 02 MOSCOW 00793 172233Z

3. JENTZ SAID I-H CONTINUATION OF RESIDENT OFFICE
IN MOSCOW COULD BE JUSTIFIED BY SPARE PARTS BUSINESS
ALONE. BUT AT SAME TIME HE MADE IT CLEAR THAT I-H
CORPORATE HEADQUARTERS IN US WAS NOT SATISFIED
WITH CURRENT TREND IN "WHOLE TRACTOR" SALES. AS
REGARDS I-H OFFER OF \$200 MILLION LINE OF CREDIT
TO SOVIETS FOR PURCHASES OF FIRM'S EQUIPMENT,

JENTZ SAID FTO TRAKTORPORT HAD NEVER TAKEN
I-H UP ON ITS OFFER -- DESPITE POLITE NOISES
THAT OFFER WAS UNDER "SERIOUS STUDY" -- AND FIRM
NOW CONSIDERS IT A DEAD ISSUE.
MATLOCK

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